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GM will close 11 plants by '90, save $500 million

Cutbacks to cost 29,000 jobs

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

General Motors said last week that it will close six assembly plants and five metal fabricating plants during the next three years, eliminating about 29,000 jobs.

The 29,000 jobs represent 5.7 percent of GM's 512,000 U.S. hourly and salaried employees. GM said the 11 plant closings will cut its annual fixed costs by $500 million.

GM also confirmed it will lay off 1,300 hourly workers at its Buick City plant in Flint, Mich., because of slow Buick LeSabre sales. The plant will cut production from 75 units per hour on two shifts to 60 units per hour on two shifts beginning Nov. 24. The plant employs 6,100 hourly and salaried workers.

In making the announcement of plant closings, GM Chairman Roger B. Smith and President F. James McDonald called the closings "absolutely necessary." They said GM's plan has been to build new plants and modernize old ones with the idea that obsolete plants would be closed.

Smith and McDonald suggested that more plants could be closed in the future. They did not elaborate.

Some of the 29,000 people affected will be eligible for a job bank or extended benefits. Some will have transfer rights to other GM plants, but GM could not say how many.

The closings, which come during a time of decent car sales and a relatively good economic climate, could affect national negotiations with the UAW next summer, when job security is expected to top the union's list of concerns. Smith, however, said the closings would provide workers with better job security because the remaining jobs would be more secure.

UAW Vice President Donald F.

see PLANTS, page 66

A TIME OF TURMOIL AT GM

Plant closings
11 assembly and component plants; 29,000 jobs eliminated

Saturn
Initial production and employment cut back

Product programs
GM80 program dropped
Car body platforms to be merged
Automation cut for future car programs

Restructuring
Fisher Guide operations; plants could close
Car divisions' field organizations
GM Service Parts Operations; six centers to be closed
Heavy trucks in joint venture with Volvo
Bus operations for sale
GM, Deere & Co. form joint venture to produce diesel engines

Employment
White-collar employment to be cut 25 percent by 1989
Rochester Products eliminates 1,150 jobs
Hughes Aircraft cuts 4,100 salaried jobs

Overseas
South African subsidiary sold
GM-Holden's in Australia restructured
Bedford drops larger trucks; 1,450 jobs eliminated

Analysts say GM must do more to end its troubles

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

For the past year, Wall Street and the automotive industry have waited for General Motors to detail its plan for bringing costs under control and getting competitive.

But industry watchers figure they will have to wait some more for a detailed, cohesive plan, even though GM has revealed some cost-cutting moves in bits and pieces during the past year.

The most dramatic piece so far came last week, when GM announced its biggest cost-cutting move to date — the closing of six assembly plants and five component plants within three years, eliminating 29,000 jobs.

News Analysis

GM also has said in the past year that it will cut its white-collar ranks 25 percent by 1989.

And the company has confirmed in recent weeks that its Saturn program will be phased in over a longer — as yet unspecified — time period. The initial investment will be half the $3.5 billion originally planned. Initial production will be 200,000 units annually, not 500,000. And initial employment will be 3,000, not 6,000.

In the past year, GM also dropped its GM80 project, the plastic-bodied replacement for the Chevrolet Camaro and Pontiac Firebird, and scaled back — or at least stretched out — GM10, its mid-size car program. Future car programs will merge platforms to reduce the number of models offered and to cut manufacturing costs.

GM spun off its heavy-truck operations into a joint venture with Volvo and combined its diesel engine operations with Deere & Co.

Overseas, GM sold off its South African subsidiary, restructured GM-Holden's in Australia and eliminated large-truck production in its Bedford Division in the United Kingdom.

see GM, page 65

GOP losses could affect trade, taxes

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Last week's congressional elections put Democrats in the legislative driver's seat for the next two years at least. Tax and trade issues figure prominently on their road map.

Gone will be the Republican Senate that helped President Reagan put a rein on gov[illegible]ment regulation of the auto industry. In power will be Democrats who are talking tough on trade and are determined to reduce the federal budget deficit, perhaps by raising taxes.

President Reagan's ability to fend off legislation unacceptable to the GOP is not to be underestimated, however. Armed with personal popularity and a veto pen, the Republican president remains a formidable opponent.

The Democrats will have a 55-45 majority in the Senate and a 79-seat margin in the House, giving them cont[illegible]l of all House and Senate committee chairmanships.

In Republican hands the last six years, the Senate committees have defeated numerous proposals from the Democratic House that were opposed by most of the auto industry, including various trade, safety, emission and tax proposals.

Outgoing Senate Majority Leader Robert Dole, R-Kan., said after the election that Republicans will work with the Democrats on trade legislation next year and that they might want to "revisit" the tax code. Dole will likely be replaced as majority leader by Sen. Robert Byrd, D-W.Va.

UAW President Owen Bieber hailed the Democratic victory in the Senate. "People know that Reagan's huge twin trade and budget deficits spell economic trouble ahead," he said.

". . . Democratic control of the U.S. Senate greatly improves the prospects for decisive policies to deal with the alarming trade deficit, which has destroyed so many good jobs and blighted so many American communities."

The National Automobile Dealers Association and the American International Automobile Dealers Association were not as well disposed toward the change of command in the Senate.

"The words of Sen. Robert Byrd on the occasion of his victory statement were enough to make every

see ELECTIONS, page 68

Fiat to buy Alfa; Ford bid spurned

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Ford Motor Co. walked into another political buzzsaw when it tried unsuccessfully to gain control of Italian carmaker Alfa Romeo.

Italy's Fiat marshalled government support and mobilized Italian public opinion, and last week it won state-controlled Alfa with a competing bid that was backed by two independent consulting firms.

The resulting new company, which combines Alfa Romeo with Fiat's upscale Lancia unit, plans to become a major executive-class

see ALFA, page 65

ANDREW TANK

Volkwagen Santana, assembled in China by Shanghai Volkswagen Automotive Co., at the entrance to Beijing

The battle begins for untapped China

By Andrew Tank
STAFF CORRESPONDENT

BEIJING — China, the world's largest unexploited auto market, is emerging as a major battleground for multinational automakers. Surprisingly, Japanese firms have lost the early stages of the contest.

Round 1 was a decisive victory for the Europeans. West Germany's Volkswagen won the major contract for making sedans, while important deals for making commercial vehicles have been won by Italy's Iveco, Austria's Steyr, Britain's Aveling Barford and France's Peugeot and Renault.

West Germany's Daimler-Benz is assembling a few Mercedes luxury cars in China and is eagerly pursuing various truck-making possibilities.

Round 2 was won by the Americans after a tough fight. American Motors received high-level backing to assure the viability of its joint venture making Jeeps in China. General Motors scored an early success with its Detroit Diesel Allison subsidiary and hopes for another major deal by the end of this year.

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Car sales rise in October Pages 40-41

Domestic car supply bloats after incentives

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

Stocks of new domestic cars in October rose dramatically as the Big Three auto manufacturers dropped incentives in the early part of the month.

On Nov. 1, the days' supply was 60, up from 35 days on Oct. 1.

The ideal days' supply is generally considered to be 60 days.

As November opened, there were 1,412,637 new domestic cars in inventory at assembly plants and dealerships and in transit to dealerships. On Oct. 1, 1,291,280 were stockpiled.

Inventory at all domestic manufacturers except Honda climbed during October.

General Motors had a 68-day supply on Nov. 1, up from 36 days a month earlier; Ford stocks climbed to 56 days from 34; and Chrysler Motors stocks rose to 54 days from 35 days.

Volkswagen had an estimated 93-day supply on Nov. 1, up from 64 days. Nissan stock climbed to 46 days from 28 days. Honda stock remained at 11 days on Nov. 1, the same as one month earlier.

Companies shared the Nov. 1 inventory as follows: General Motors, 58.38 percent; Ford Motor Co., 22.83 percent; Chrysler Motors, 14.54 percent; American Motors, 1.36 percent; Volkswagen, 1.30 percent; Honda, 0.79 percent; and Nissan, 0.80 percent.

A month earlier, shares had been: GM, 57.28 percent; Ford, 23.19 percent; Chrysler, 15.31 percent; American Motors, 1.80 percent; Volkswagen, 1.22 percent; Honda, 0.76 percent; and Nissan, 0.44 percent.

Shares by market class on Nov. 1 were: Intermediate, 33.78 percent; compact, 22.16 percent; subcompact, 19.01 percent; standard; 13.41; and luxury, 11.64.

Shares on Oct. 1 were: Intermediate, 32.87 percent; compact, 21.65 percent; subcompact, 18.14 percent; standard, 15.27 percent; and luxury 12.07 percent.

DOMESTIC DAYS' SUPPLIES

	Nov. 1, 1986	Oct. 1, 1986	Nov. 1, 1985
Alliance	74	56	101
Encore	65	48	141
Total Renault	72	54	113
Eagle	58	38	103
Total AMC	58	38	103
AMERICAN MOTORS	69	53	112
Horizon	49	30	54
Sundance	65	56	0
Turismo	71	30	69
Reliant	55	43	42
Caravelle	40	30	39
Plymouth	80	40	72
Total Plymouth	56	37	48
Laser	69	53	85
LeBaron K	33	21	54
LeBaron GTS	47	37	88
Cordoba	0	0	0
Fifth Avenue	67	35	20
E-Class	0	0	0
New Yorker	49	32	67
Total Chrysler	52	33	50
Omni	48	32	64
Shadow	64	60	0
Charger	55	27	69
Daytona	49	32	73
Aries	65	41	46
Lancer	54	42	90
Dodge 400-600	0	0	0
Diplomat	53	40	58
Mirada	0	0	0
Dodge 600	44	30	59
Total Dodge	55	36	61
CHRYSLER MOTORS	54	35	53
EXP	0	0	96
Escort	58	24	40
Mustang	48	28	61
Tempo	62	34	49
Taurus	59	62	0
Thunderbird	68	21	83
LTD	0	0	75
Crown Victoria	68	59	61
Total Ford Division	60	34	56
Lynx	60	27	45
Topaz	67	45	51
Sable	54	48	0
Cougar XR-7	30	12	77
Capri	69	28	114
Marquis	0	0	68
Grand Marquis	51	42	55
Total Mercury	54	31	61
Continental	46	49	66
Lincoln	38	39	41
Mark VII	64	50	55
Total Lincoln	42	42	46
Total L-M Division	49	34	57
FORD MOTOR CO.	56	34	56
Skyhawk	69	44	85
Skylark	0	0	56
Somerset Regal	73	47	111
Century	34	35	71
Regal	57	51	109
LeSabre	82	72	77
Electra	57	54	109
Riviera	60	39	47
Total Buick	58	48	87
Cimarron	71	29	92
Seville	61	38	73
Cadillac	63	33	71
Eldorado	59	27	53
Total Cadillac	63	33	69
Chevette	76	63	60
Nova	87	15	112
Cavalier	97	40	87
Citation	0	0	84
Camaro	106	50	73
Celebrity	66	27	57
Corsica/Beretta	24	0	0
Monte Carlo	85	38	75
Chevrolet	81	50	93
Corvette	84	62	96
Total Chevrolet	82	35	77
Firenza	107	40	101
Omega	0	0	0
Calais	77	34	65
Cutlass Ciera	40	23	52
Cutlass Supreme	71	32	70
Olds 88	57	25	72
Olds 98	76	47	71
Toronado	66	34	50
Total Oldsmobile	59	28	65
Fiero	129	50	102
1000	141	51	70
Sunbird	106	57	71
Phoenix	0	0	0
Firebird	97	44	57
Grand Am	43	36	32
6000	48	21	56
Bonn./Gr. Prix	85	0	87
Parisienne/Bonn.	82	44	96
Parisienne	0	47	107
Total Pontiac	70	36	65
GENERAL MOTORS	68	36	73
VOLKSWAGEN	93	64	72
HONDA	11	11	7
NISSAN	45	28	15
DOMESTIC TOTAL	60	35	65
Subcompact	55	29	56
Compact	74	39	65
Intermediate	55	32	67
Standard	68	42	77
Luxury	59	39	60

Chrysler to buy part of AMC? Both deny it

Newspaper story hinted at linkup

Officials of Chrysler Corp., American Motors and Renault denied a report last week indicating that Chrysler was interested in buying a major portion of AMC.

The Detroit Free Press quoted unnamed officials close to Chrysler and AMC as saying Chrysler was "considering asking" its board of directors last week for approval to discuss a buy-out with executives at AMC.

The story said Chrysler was eyeing AMC's lucrative Jeep product line, as well as assembly plants in Toledo, Ohio, and Kenosha, Wis.

The Detroit News said Chrysler and AMC could announce a major linkup soon in which Renault would play a key role.

All three companies downplayed the reports.

"Ever since we announced the reorganization, we've been getting questions about acquisitions," said John Guiniven, a Chrysler spokesman. "We won't comment either pro or con on any speculation about acquisitions in order to not mislead the public."

Chrysler had a board meeting in New York last week and has another scheduled for Dec. 4, but Guiniven said he was not aware of any proposal concerning AMC on the agenda for either meeting.

In a statement, AMC said:

"American Motors has had no discussions with Chrysler regarding the sale of any company assets."

Financial analysts who attended a routine AMC briefing in New York last week said the automaker denied any of its holdings were up for sale.

French carmaker Renault, which owns a controlling 46 percent interest in AMC, also denied the report.

"We're not surprised by the story," a Renault spokesman said. "The Free Press has sold AMC a half-dozen times."

The day of the report, AMC stock rose 10 percent to $3.625 a share.

Such rumors are flourishing in part because of the Chrysler-AMC talks concerning possible Omni-Horizon production at Kenosha. AMC already has agreed to build rear-drive standard-size cars for Chrysler at Kenosha.

But a Chrysler-AMC linkup also is a frequent conversation topic because such a marriage appears to make sense for both firms.

Chrysler needs plant capacity, while AMC has no definite plans for its Kenosha facility beyond 1989 and still has not decided whether to continue operations at its Toledo plant.

"For Chrysler it would be a bargain," said one source. "Chrysler would be buying capacity at a dollar amount it couldn't duplicate anywhere else."

Chrysler's immediate goal is to find a home for its Omni-Horizon, still selling well but set for phaseout at its Belvidere, Ill., plant in March.

"Chrysler is definitely looking for another plant," said Philip Fricke, an auto analyst with Goldman Sachs. "It will have nine weeks or so of Omni-Horizon production plus whatever they've got in inventory to begin the year with — and that's it.

"And until the Diamond-Star (joint venture with Mitsubishi Motors in Illinois) comes on stream, Chrysler doesn't have anything to offer in that market."

One analyst said Chrysler would be able to take better advantage of AMC's capacity if it bought a small equity in AMC. Such a deal also would help AMC's cash flow.

"The only way to look at it positively is if Chrysler were to take an equity interest in AMC, enabling them to utilize a more flexible amount of AMC capacity," said Doug Laughlin, an auto analyst with Dean Witter Reynolds. "Doing it piecemeal isn't flexible enough."

Chrysler also covets AMC's Jeep operations.

"Jeeps would complement our line of trucks," said a Chrysler insider. "They are pretty much in the mid-size range and the only conflict right now would be with our new Dakota pickup."

At least one AMC dealer was in favor of a Chrysler buy-out.

"It would give us more stability and better credibility," said Joseph Ricci, a Detroit-area AMC dealer.

New incidents lead to call for halt in Audi 5000 sales

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — The New York attorney general's office has asked Audi of America to stop selling the Audi 5000 equipped with automatic transmissions in the state.

The action followed two more reports of unintended acceleration, this time in cars equipped with the transmission interlock designed by Audi to stop the problem.

A spokesperson for Attorney General Robert Abrams said the request was made last week after investigators from his office and NHTSA, as well as investigators and attorneys from Audi, analyzed the accidents.

The attorney general's office asked Audi to halt the sale of the model until a NHTSA investigation is completed in December. It also asked Audi to warn the public that unintended acceleration can occur even with the interlock device installed.

The latest incidents came after the company issued a voluntary recall for more than 200,000 vehicles, from the 1978 model year to the present, to fix the problem.

In March, Abrams and the Washington, D.C.-based interest group Center for Auto Safety called for a full NHTSA investigation of the Audi 5000 equipped with the automatic transmission.

Last week, the center sent a letter to NHTSA Administrator Diane Steed which said that its files show that the 1978- through 1986-model Audi 5000s "now account for 750 accidents, 250 injuries and six deaths."

"This year alone, nearly 200 accidents, over 100 injuries and three deaths have occurred in runaway Audi 5000s, including 40 accidents" since the formal NHTSA investigation was announced on Aug. 15, the center said.

An Audi of America spokesman said the company is investigating the situation. He said that Audi has not yet been able to determine whether a halt in sales is justified and that such a decision could not be made on the basis of the two latest accidents.

NHTSA: 1978- through 1986-model Audi 5000s "now account for 750 accidents, 250 injuries and six deaths."

In one of them, he said, the events did not fit the pattern of unintended acceleration. He said Audi has not had a chance to examine the car in the other incident.

The first accident occurred on Oct. 30, two days after the interlock device was installed on the car.

Automotive News was unable to confirm the details of either accident. But in the first, the driver, Steven Hornick, apparently shifted the car into drive and the car lurched forward, hitting another vehicle. Hornick, in a letter to the Center for Auto Safety, said his foot was on the brake at the time.

The second accident occurred a day later in East Hampton. Mrs. Joel Appel's Audi 5000 accelerated suddenly when shifted into drive, hitting another vehicle.

The spokesperson for the attorney general confirmed that the interlock was working in the Hornick instance and said the second accident remained under investigation.

The Audi spokesman said Hornick apparently selected the wrong gear.

The interlock device installed by Audi requires drivers to have a foot on the brake before the car can be shifted into drive from either park or reverse.

In the letter to NHTSA, Dan Howell, a member of the Center for Auto Safety's staff, called on NHTSA to "stop dragging its feet" and complete the investigation and recall the Audi 5000s.

Audi has maintained throughout the rash of reports that it has found nothing mechanically or technically wrong with the vehicles and that driver error seems to be the cause of most of the incidents.

NHTSA would confirm only that it sent its investigators to study the accidents.

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Starline's 1987 van conversion line
Starline RV Co., Albion, Ind., expanded its 1987 van conversions to five packages. Shown is its top-line Select Series package with oak trim, premium door panels, velvet seating and Sony stero.

RV shipments up for month, year

Van conversions take nearly half of total

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Van conversions continue to fuel the RV industry and now account for nearly half of all RV shipments.

RV manufacturers wholesaled 28,800 units in August, up 4.7 percent from a year earlier, according to the Recreation Vehicle Industry Association.

Of those shipments, van conversions accounted for 13,500 or 46.9 percent of the industry's total.

Towable RV shipments of 9,800 accounted for 34.0 percent of the industry's total; motor home shipments of 5,500 accounted for 19.1 percent.

Van conversion shipments in August were up 12.5 percent over the year-earlier month, while towable RVs were up 1.0 percent. Motor home shipments were off 5.2 percent, according to RVIA.

Year-to-date shipments for the industry totaled 268,900, up 4 percent from last year, with van conversion shipments of 131,300 up 13.6 percent.

Van conversions accounted for 48.8 percent of industry shipments for the first eight months of 1986, with towable RVs accounting for 34.1 percent; motor homes, 17.1 percent.

Recreational Vehicle Wholesale Shipments

	August 1986	August 1985	% change	8 months 1986	8 months 1985	% change
Travel trailers	6,200	5,900	+ 5.1	61,300	60,600	+ 1.2
Folding camping trailers	3,000	3,200	– 6.3	25,000	26,300	– 4.9
Truck campers	600	600	0.0	5,300	5,200	+ 1.9
Towable RV total	9,800	9,700	+ 1.0	91,600	92,100	– 0.5
Conventional (type A)	2,700	2,900	– 6.9	22,200	24,200	– 8.3
Van Campers (type B)	300	400	–25.0	4,100	5,200	–21.2
Chopped vans (all)	2,500	2,500	0.0	19,700	21,400	– 7.9
Motor home total	5,500	5,800	– 5.2	46,000	50,800	– 9.4
Van conversions	13,500	12,000	+12.5	131,300	115,600	+13.6
TOTAL ALL RVs	28,800	27,500	+ 4.7	268,900	258,500	+ 4.0

Source: Recreational Vehicle Industry Association

Seasonally adjusted, August shipments represented an annual rate of about 360,000 units, RVIA said, while the year-to-date total indicated shipments are at a 380,-000-unit pace.

Consumer attitudes toward purchases of all types of vehicles have receded somewhat in recent months, but remain at very favorable levels, according to the University of Michigan's August consumer survey.

Overall, the index of consumer sentiment measured 94.9, down slightly from July's reading, but ahead of the 92.4 recorded a year earlier.

Lower interest rates and lower levels of inflation are credited to a large extent for the favorable consumer attitude.

The University of Michigan's Survey Research Center also measures consumers' intentions about renting or buy an RV, and there has been an upward trend for both sales and rentals during 1986.

In August, van chassis shipments — i.e., Detroit manufacturer shipments of vans with the seat delete option for use in future van conversions — tapered off because August traditionally is a model-year changeover month for all four chassis suppliers.

RVIA elects officers, readies for big show

RESTON, Va. — The Recreation Vehicle Industry Association has elected officers and assigned a record amount of exhibit space for its 1986 RV Trade Show in Atlanta Dec. 2-5.

The association will launch an industrywide fund-raising campaign as part of its RV Market Expansion Program at the Atlanta show. It has a three-point fund-raising program to raise half of the nearly $1 million it wants to help expand the RV market in 1987.

It also has scheduled an all-day seminar Nov. 20 on federal motor vehicle safety standards for van conversion firms. The seminar will be at the Dulles Marriott Hotel near RVIA's Reston headquarters.

The new chairman of RVIA is Don Cuzzocrea, president of Starcraft. He formerly was first vice chairman.

John Casey, president of Shurflo/Shurtron, was elected first vice chairman; Allen Yoder, president of Jayco Inc., was elected second vice chairman; Mel Adams, vice president and general manager of Coleman Co.'s RV Group, was elected secretary; and Steven Decker, president of Skamper Corp., was re-elected treasurer.

The five officers form the executive committee with immediate past chairman Gene Stout, executive vice president of Coachmen Industries Inc.; RVIA President David J. Humphreys; and RVIA General Counsel Jerome C. Loftus.

RVIA also elected six industry officials to its 21-member board of directors for three-year terms.

Newly named were Robert Froschauer, executive vice president of operations and president of the RV Division of Holiday Rambler, as at-large representative; Gary D. Lukehart, president of Trail Wagons Inc., as Western van conversion representative; and David Utick, executive vice president of Hehr International Inc., as Western supplier representative.

Re-elected were Elden Smith, vice president, RV Group, Fleetwood Enterprises, as at-large representative; Gerald R. Wannamaker, president of Domestic Sales Corp., as Eastern supplier representative; and John Zimmerman, president of Sunline Coach, as Eastern truck camper representative.

Meanwhile, RVIA's 1986 National RV Trade Show in Atlanta will be the largest ever, with 529,-044 square feet of exhibit space assigned to RV makers and suppliers at the national show space drawing.

A total of 470,444 square feet of exhibit space was assigned to 96 manufacturers. About 14,000 square feet are still available.

All supplier exhibit space has been sold. A total of 239 suppliers will exhibit at 586 booths.

RVIA will launch an industry-wide fund-raiser at the show.

The campaign seeks $150,000 in individual and corporate contributions from all segments of the RV industry for its RV Market Expansion Program.

All show registrants will be solicited for contributions to RVMEP.

This is part of a three-point program to fund market expansion.

Effective Oct. 1, RVIA increased manufacturer seal prices and supplier dues to raise $350,000 from its own members for the RVMEP.

An initial $250,000 will come from manufacturers, whose seal prices have been raised. They will pay $2.50 for both RV seals and van seals, which previously cost $1.25 and $2, respectively.

To raise $100,000 from RVIA supplier members, supplier dues went from $1,100 to $1,500.

Major firms make truck-RV deals

Durakon Industries Inc. struck a major deal with Nissan Motor Corp. in U.S.A; Coachmen Industries Inc. sold its Kenco Division to Sparkomatic Corp.; and Winnebago Industries acquired a satellite transmission service firm.

Durakon, the leading producer of pickup truck bedliners, has agreed to manufacture and distribute a Nissan Duraliner to Nissan's 1,100 dealers.

Durakon also will provide sales and marketing support to Nissan's regional parts sales personnel.

Durakon's association with Nissan is part of its goal to have 50 percent market penetration in truck bedliners by 1990, according to Michael Wayne, president, chairman and chief executive officer of Durakon.

Durakon had fiscal third-quarter sales of $22.1 million, up 39 percent from the same period in 1985. Its third-quarter net income of $1.5 million was up 19 percent from a year earlier.

Durakon anticipates a seventh straight year of record sales and earnings in 1987.

Coachmen sold Kenco to Sparkomatic, of Milford, Pa., for $4.7 million.

Kenco Engineering manufactures and distributes accessories for pickups, vans and recreational vehicles. Its products include running boards, pickup truck bed mats, siderails, pass-thru windows and sunroofs.

Kenco will be operated as a division of Sparkomatic, with all manufacturing and assembly operations continued at Kenco's Middlebury, Ind., facility, according to Edward Anchel, president of Sparkomatic.

Sparkomatic manufactures car sound products, radar detectors, CB equipment and floorshifts which are marketed internationally.

Coachmen is a full-line manufacturer of recreational vehicles and has interests in manufactured housing and aftermarket parts and accessories for the RV and manufactured housing industry.

Its third-quarter sales of $83.9 million were up from $76.1 million a year earlier, while profits of $530,641 compared to a loss of $639,471 in the year-ago period.

Winnebago acquired a majority interest in Cycle Video Inc., a satellite courier business specializing in satellite transmission of commercials to TV stations.

Winnebago acquired 80 percent of the voting stock and 100 percent of the non-voting stock of Cycle Video for about $900,000 in cash and an undisclosed amount of Winnebago stock.

Plans call for Cycle Video to construct and install a satellite up-link transmission system and comprehensive video production and duplication facilities by the spring of 1987.

Cycle Video, in Mason City, Iowa, was founded in 1984.

Winnebago earned $5.7 million in its final fiscal 1986 quarter compared to a loss of $861,000 in the last quarter of 1985. Sales of $94.5 million in the quarter were up from $91.5 million a year earlier.

Sales of $373.8 million for the 1986 fiscal year were off from $424.2 million in 1985.

Full-year earnings of $19.7 million were up from $18.1 million in fiscal 1985.

Price rules today's market, van customizer declares

The Detroit Camper & Travel Trailer Show closed its nine-day run at Cobo Hall Nov. 2, with a strong consumer response.

Automotive attendees included Les Stanford Truck & RV Center, a Dearborn Chevrolet dealership, and Jim Riehl's Roseville Marine & RV Center, a Chrysler-Plymouth dealership.

Absent, though, were van customizers of previous years.

Advanced Creations, of Romulus, Mich., had the only customized van display.

Bob Wolf, president of Advanced Creations, said the show has always generated a "a lot of good orders for us."

TRUCKING TRENDS

JOSEPH BOHN

Advanced Creations turns its show customers and leads over to its area dealers, like Garrity Dodge in Hamtramck, Varsity Ford in Ann Arbor and Mark Chevrolet in Wayne.

Wolf felt competitors had poor show results because they hadn't manned their exhibits properly.

His firm has two or three salespeople working its exhibit full time.

Advanced Creations is having a good year. Wolf expects to sell about 1,000 customized vans this year, up from 800 in 1985.

He said this year's three hottest selling items are "price, price and price."

"We went through a period where everybody upscaled themselves to the point where consumers were left in the dust. Now everybody is back to reality," he said.

Some 95 percent of Advanced Creation's units now retail for $17,-000 to $18,000 rather than $25,000 to $30,000.

It has a bailment pool arrangement with Chrysler and relies on drop-ship units for Ford and Chevy vans.

Wolf's biggest markets are Detroit, Kansas City and Boston.

Meanwhile, the RV market is prospering in Michigan.

Timothy J. De Witt, executive director of the Michigan Association of Recreational Vehicles and Campgrounds, estimated that about 100,000 people visited the show, which featured 500 vehicles from 34 dealers and manufacturers.

The state's RV sales are running ahead of last year's, according to Statistical Surveys Inc., of Grand Rapids, Mich.

Michigan RV registrations of 7,-786 in calendar 1986 through August are up 4.1 percent from a year earlier.

Thomas Walworth, president of Statistical Surveys, said that included 1,893 motorized vehicles, up 1.0 percent from last year, and 5,893 non-motorized, up 5.2 percent.

TRUCK INDUSTRY

Dina denies shutdown report, but asks Mexico for help

By Emil Zubryn
SPECIAL CORRESPONDENT

CUERNAVACA, Mexico — Diesel Nacional denied rumors it was considering a temporary shutdown and layoff of 4,500 employees.

But in a report to the Ministry of Programming and Budget, management admitted that most of the 10 firms making up the Dina complex are operating with obsolete equipment. It has asked the government for help.

That is true of a lot of non-engine-related component technology in its bus production.

The Ministry of Commerce also denied reports of Dina associating itself with General Motors for the production of trucks and engines, citing restricted demand for the products in the Mexican market.

Dina appears unlikely to make any major technological advances in the foreseeable future because of its lack of investment capital.

With a declining market and high production costs, Dina has considerable financial problems. It has to service a foreign debt of $350 million.

It is operating at 30 percent of capacity, its lowest level in 15 years.

In a bid to keep the company afloat, Dina officials asked the Mexican government to take over its liabilities.

They said the company is spending 53.3 percent of its revenue to service its foreign debt, leaving only 46.7 percent for its operations.

In its report to the government, Dina said it was restructuring to consolidate its operations.

The plan includes plant modernization, adoption of new technology, an increase in investment for its profitable Motors Perkins affiliate to help it introduce a new engine line and the sale of parts of its operations.

The company plans to put Dina Komatsu and Dina Rockwell up for sale. Maquiladora Automotriz Nacional (National In-Bond Automotive Co.) also will be liquidated. The firm is not in operation at this time.

Dina has made some technological improvements that give it potential export capability to U.S. and Latin American markets.

Motor Diesel Mexicana and Dina Cummins have been modernized.

However, they lack the money to undertake such foreign sales expansion. The lack of liquidity of some Latin American countries also has Dina cautious about exporting to them.

The company plans to adapt to internal and international market conditions, but it said it needs the full financial assistance of the Mexican government to do so.

Light trucks off for Oct.; year-to-date ahead of '85

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

October light-truck sales were down 3.7 percent from last year's record high. But considering the pull-ahead factor of heavy finance incentives which ended last month, it was a strong start for the 1987 model year.

The light-truck manufacturers retailed 340,672 units in October compared to 353,911 a year earlier.

Their calendar-year-to-date total of 3,927,568, up 6.2 percent from last year, continues to be on target for a record in 1986.

Jeep and the imports continued to set records in October.

Jeep's October sales of 20,630 were up 9.1 percent from a year earlier.

Import truck sales of 64,669 units were up 6.5 percent from last year's previous monthly high.

Among the importers, Toyota, Mazda, Isuzu and Suzuki established new highs.

The addition of two truck lines, the Dakota and Raider, to its sales total helped Chrysler manage a small increase over last year. It retailed 48,466 trucks in October compared to 48,247 a year earlier.

Ford light-truck sales were off 4.0 percent in October.

Its Aerostar, firmly established as the best-selling nameplate in the minivan market, and the restyled F-series helped offset some of the decline in its other truck lines.

The F-series pickups, with an 8.2 percent sales gain, are off to a modest start.

Chevrolet's carryover full-sized pickup models had a 26.8 percent sales gain for the month; GMC's full-sized pickup sales also were up strongly.

Ford's overall light, medium and heavy sales of 101,728 were down 4.8 percent for the month.

Chevrolet's light-truck sales of 87,178 were down 12.3 percent in October.

Chevrolet's total light- and medium-duty sales of 88,727 were down 12.9 percent.

Similarly, GMC's total light-, medium- and heavy-truck sales of 23,978 were down 14.9 percent.

Light-duty GMC sales of 22,189 were down 11.2 percent, with its Safari compact van, full-sized vans and pickups turning in the strongest performances among its lines.

MAJOR MANUFACTURERS BY SEGMENT

	October		Year-to-Date	
	1986	1985	1986	1985
Light-Duty	97,540	101,625	1,124,281	1,014,428
Medium-Duty	3,359	4,077	35,660	38,651
Heavy-Duty	829	1,133	10,326	12,861
Ford Total	**101,728**	**106,835**	**1,170,267**	**1,065,940**
Light-Duty	87,178	99,449	1,121,209	1,079,213
Medium-Duty	1,549	2,406	15,504	17,622
Chevrolet Total	**88,727**	**101,855**	**1,136,713**	**1,096,835**
Light-Duty	22,189	24,978	262,177	264,516
Medium-Duty	1,388	2,223	27,450	25,109
Heavy-Duty	401	984	6,224	9,277
GMC Total	**23,978**	**28,185**	**295,851**	**298,902**

Light-Duty October, Year-to-Date Sales

	October		Year-to-Date	
	1986	1985	1986	1985
Vans	14,140	14,190	148,978	156,004
Aerostar	11,738	6,470	122,499	13,927
Club Wagon	2,532	2,285	22,227	27,007
Ranger	15,745	22,967	232,698	202,646
Bronco	3,115	4,915	40,392	42,824
Bronco II	7,505	11,261	85,737	85,182
Pickups	42,765	39,537	471,750	486,838
Ford	**97,540**	**101,625**	**1,124,281**	**1,014,428**
Vans	11,185	10,281	126,530	128,524
Sportsvan	1,056	1,560	14,341	18,180
Astro	11,696	9,033	129,275	86,444
S-10	12,393	19,241	186,135	179,259
S-10 Blazer	9,481	21,802	144,935	151,188
El Camino	1,393	1,944	19,817	17,471
Blazer	2,840	4,270	38,351	37,798
Suburban	3,891	5,091	53,700	49,420
Pickups	33,243	26,227	408,125	410,929
Chevrolet	**87,178**	**99,449**	**1,121,209**	**1,079,213**
Vans	5,282	6,270	63,111	55,374
Ram Wagon	2,722	3,495	34,818	34,658
Voyager	7,712	9,230	89,780	89,506
Caravan	8,625	9,670	95,152	95,415
Mini Ram Van	1,086	1,583	12,462	20,013
Ram 50	6,812	6,117	62,134	59,127
Raider	1,239	0	2,305	0
Ramcharger	1,432	1,020	19,863	26,972
Dakota	5,358	0	9,891	0
Pickups	8,138	10,862	89,091	142,295
Chrysler	**48,466**	**48,247**	**478,607**	**523,366**
Vans	3,251	2,894	33,577	34,728
Safari	2,246	2,246	25,443	20,592
S-15	2,586	4,377	40,610	40,215
S-15 Jimmy	2,576	4,733	33,764	34,450
Jimmy	752	865	7,787	7,308
Caballero	168	242	2,268	2,151
Suburban	1,567	1,631	16,527	15,192
Pickups	8,498	7,677	97,461	103,960
P Model	420	313	3,703	5,920
W-4	125	0	1,037	0
GMC	**22,189**	**24,978**	**262,177**	**264,516**
Wrangler/CJ	2,765	3,356	28,745	31,974
Wagoneer	1,748	1,258	9,956	10,627
Cherokee	10,233	9,367	87,204	76,057
Grand Wagoneer	2,069	2,434	13,062	14,176
Comanche	3,768	2,343	27,803	3,466
J-10/J-20	47	145	1,322	1,612
Jeep	**20,630**	**18,903**	**168,092**	**137,912**
Toyota	26,521	25,531	319,027	270,536
Nissan	11,644	14,867	187,751	226,302
Mazda	12,863	11,317	131,301	96,649
Isuzu	6,364	5,170	71,714	64,608
Mitsubishi	2,794	2,824	26,680	21,811
Suzuki	4,483	0	36,729	0
Imports	**64,669**	**60,709**	**773,202**	**679,906**
Industry Total	**340,672**	**353,911**	**3,922,956**	**3,927,568**

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Ford Motor Co.

Nov. 12 — Clanton's Auto Auction, Darlington, S.C.; Lakeland Auto Auction, Lakeland, Fla.; and Salt Lake Auto Auction, Salt Lake City

Nov. 13 — Aptco Auto Auction, Taylor, Mich.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

American Motors

Nov. 11 — High Point Auto Auction, High Point, N.C.

Nov. 12 — Columbus Fair Auto Auction, Columbus, Ohio, and Kansas City Auto Auction, Kansas City, Mo.

Nov. 13 — Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Evansville Auto Auction, Evansville, Ind.

Chrysler Corp.

Nov. 11 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and NuCarPrep System, Santa Fe Springs, Calif.

Nov. 12 — Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

General Motors

Nov. 11 — Denver Auto Auction, Englewood, Colo.; 166 Auto Auction, Springfield, Mo.; Florida Auto Auction of Orlando, Ocoee, Fla.; and South Seattle Auto Auction, Kent, Wash.

Nov. 12 — Brasher's Southern California Auto Auction, Fontana, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Used Car Sales
Auction Averages

November to date	$5,194
Month ago	$5,200
Year ago	$4,776

Model Breakdown
Auction Averages

	NOV 1986	OCT 1986	SEP 1986
1986	$11,478	$11,574	$11,846
1985	$8,392	$8,414	$8,472
1984	$6,214	$6,215	$6,221
1983	$5,442	$5,442	$5,459
1982	$4,207	$4,216	$4,261
1981	$3,273	$3,277	$3,333
1980	$2,411	$2,424	$2,463
1979	$2,083	$2,086	$2,109
Overall Average	$5,194	$5,196	$5,206

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SALES

DOMESTIC CAR SALES

	Oct. 21 to Oct. 31, 1986	Same Period, 1985	Oct. 1986	Same Month, 1985	Jan. 1 to Oct. 31, 1986	Same Period, 1985
Alliance	0	0	5,356	6,027	44,900	61,552
Encore	0	0	1,291	2,595	13,016	35,828
Total Renault	0	0	6,647	8,622	57,916	97,380
Eagle	0	0	661	1,266	6,378	10,735
Total AMC	0	0	661	1,266	6,378	10,735
AMERICAN MOTORS	3,039	4,573	7,308	9,888	64,555	108,115
Horizon	3,508	2,154	8,780	6,139	94,112	75,003
Sundance	1,661	0	3,809	0	9,507	0
Turismo	779	1,045	3,296	3,150	42,019	47,226
Reliant	3,518	3,968	10,540	13,283	109,628	119,832
Caravelle	1,109	1,480	3,575	4,242	33,418	30,708
Plymouth	536	359	1,456	1,051	15,058	16,336
Total Plymouth	11,111	9,006	31,456	27,865	303,742	289,105
Laser	340	866	2,253	2,849	26,282	46,377
LeBaron K	1,792	2,836	6,191	7,499	85,114	76,454
LeBaron GTS	1,365	1,938	6,637	5,691	60,407	58,937
Fifth Avenue	2,770	5,751	9,712	14,509	94,826	97,994
E-Class	0	0	0	0	2,688	0
New Yorker	1,503	2,040	5,526	5,615	47,483	48,218
Total Chrysler	7,770	13,431	30,319	36,163	316,800	327,980
Omni	3,028	1,587	7,961	4,736	82,762	62,923
Shadow	1,587	0	3,599	0	8,700	0
Charger	1,073	1,055	4,243	3,321	46,783	51,099
Daytona	280	894	2,068	2,760	34,258	43,979
Aries	2,899	3,911	9,146	11,375	86,729	100,670
Lancer	903	1,250	4,785	4,200	43,685	42,204
Diplomat	1,149	911	3,758	2,875	30,913	31,639
Dodge 600	1,321	1,941	4,934	5,347	55,403	47,858
Total Dodge	12,240	11,549	40,494	34,614	389,233	380,372
CHRYSLER MOTORS	31,121	33,986	102,269	98,642	1,009,775	997,457
EXP	0	42	0	154	0	17,455
Escort	8,942	13,968	26,800	33,359	339,622	351,350
Mustang	2,053	5,235	8,740	13,544	148,679	135,706
Tempo	6,599	5,772	21,073	14,836	223,236	246,525
Taurus	11,657	0	29,634	0	190,738	0
Thunderbird	1,343	3,664	6,060	9,556	122,635	138,763
LTD	0	4,161	0	12,444	23,587	170,328
Crown Victoria	3,581	4,109	10,120	10,995	110,071	145,000
Total Ford Division	34,175	36,951	102,427	94,888	1,158,568	1,205,127
Lynx	1,114	2,623	4,144	6,376	56,878	73,228
Topaz	1,791	1,381	5,843	3,895	56,039	65,100
Sable	4,016	0	9,882	0	78,015	0
Cougar	899	2,671	3,843	6,522	105,197	99,309
Capri	138	325	589	946	11,278	13,666
Marquis	0	2,122	0	6,230	10,180	81,602
Grand Marquis	4,010	2,837	9,712	7,947	98,754	119,966
Total Mercury	11,968	11,959	34,013	31,916	416,341	458,691
Continental	856	735	2,013	1,835	16,242	23,931
Lincoln	4,922	4,511	14,394	10,160	103,841	98,033
Mark VII	923	557	2,295	1,484	18,206	16,920
Total Lincoln	6,701	5,803	18,702	13,479	138,289	138,884
Total L-M Division	18,669	17,762	52,715	45,395	554,630	597,575
FORD MOTOR COMPANY	52,844	54,713	155,142	140,283	1,713,198	1,802,702
Skyhawk	1,949	2,436	7,245	6,020	65,126	74,096
Skylark	0	134	0	438	2,522	53,610
Somerset Regal	2,122	3,259	8,291	7,591	101,413	81,949
Century	7,055	7,968	23,536	19,150	212,317	203,161
Regal	2,020	3,429	7,362	7,768	71,166	101,258
LeSabre	4,662	1,527	15,010	4,243	106,956	106,831
Electra	2,644	3,559	9,279	8,996	94,344	82,001
Riviera	412	1,589	2,558	4,231	19,857	44,529
Total Buick	20,864	23,901	73,281	58,437	673,701	747,435
Cimarron	426	575	1,522	1,273	20,809	20,105
Seville	666	906	2,355	2,308	17,063	25,511
Cadillac	6,543	5,319	18,369	13,604	199,590	156,595
Eldorado	588	1,902	2,129	4,832	21,066	52,668
Total Cadillac	8,223	8,702	24,375	22,017	258,528	254,879
Chevette	2,398	3,435	6,583	8,744	58,523	114,850
Nova	1,885	2,263	7,931	5,605	159,321	21,928
Cavalier	6,067	9,617	19,478	23,773	316,908	365,984
Citation	0	186	0	647	1,033	42,885
Camaro	3,060	5,087	9,263	12,733	148,128	177,909
Celebrity	11,242	11,398	26,763	25,742	344,891	311,629
Corsica Beretta	2,537	0	2,537	0	2,537	0
Monte Carlo	2,281	3,933	7,903	10,707	99,118	96,836
Chevrolet	5,816	7,057	16,624	16,436	194,033	210,965
Corvette	887	1,410	2,482	3,614	28,706	31,825
Total Chevrolet	36,173	44,386	99,564	108,001	1,353,198	1,374,811
Firenza	725	1,418	2,123	3,407	31,118	42,770
Calais	2,386	3,939	6,736	10,358	102,094	108,786
Cutlass Ciera	8,366	9,989	24,765	24,649	288,459	291,356
Cutlass Supreme	3,438	5,571	10,718	15,259	173,756	193,643
Olds 88	5,158	3,125	18,490	8,879	232,115	169,216
Olds 98	3,024	3,776	7,841	9,966	94,893	102,813
Toronado	348	976	1,591	2,713	14,282	29,392
Total Oldsmobile	23,445	28,794	72,264	75,231	936,717	937,976
Fiero	1,146	2,219	4,094	5,569	61,409	81,904
1000	275	659	1,060	1,897	16,422	19,617
Sunbird	1,841	3,052	6,008	7,353	93,183	101,558
Phoenix	0	0	0	0	0	896
Firebird	1,906	2,989	5,412	6,738	83,129	88,407
Grand Am	7,402	5,860	17,968	14,390	169,531	96,232
6000	5,692	4,889	15,291	13,897	173,331	141,456
Bonn. Gr. Prix	848	1,259	6,182	3,494	37,518	46,889
Grand Prix	0	1,254	3,236	3,496	35,650	51,498
Parisienne Bonn.	2,326	2,103	0	5,052	59,062	59,343
Total Pontiac	21,436	24,284	59,251	61,886	729,235	687,800
GENERAL MOTORS	110,141	130,067	328,735	325,572	3,951,379	4,002,912
VOLKSWAGEN	2,627	3,417	5,363	6,370	63,447	65,581
HONDA	15,916	3,816	27,106	10,691	180,008	125,940
NISSAN	3,051	3,099	6,623	6,953	37,231	28,030
DOMESTIC TOTAL	218,739	233,671	632,546	598,399	7,019,593	7,130,737
IMPORT TOTAL			272,552	266,265	2,657,708	2,334,148
INDUSTRY TOTAL			905,098	864,664	9,677,301	9,464,885

October deliveries climb 4.7%

Imports set record; domestics advance, too

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

Combined domestic and import new-car sales in the United States last month totaled 905,098, a 4.7 percent increase over the October 1985 total of 864,664.

The slight increase was recorded in a feast-and-famine month for the domestic makers, as the annual percentage rate finance incentives ended during the first 10-day period. It was the best October ever for import sales.

The manic early October domestic sales, which fell sharply at midmonth, settled into post-incentive marketplace ennui in the final 10-day period of the month.

The domestic makers sold 247,623 cars in the Oct. 1-10 period, as the APR programs wound down. In the Oct. 11-20 period sales plunged 32.8 percent 166,446.

During the Oct. 21-31 period, sales fell 6.4 percent to 218,739 from 233,671 last year.

Buoyed by the APR incentives, which ended early in the month, total domestic new-car sales for October reached 632,546 — 5.7 percent above the 598,399 cars sold in October 1985, but well below the monthly record of 933,713 set in October 1971.

In the final 10-day period, domestic sales recovered somewhat. The final 10-day period traditionally is the strongest part of any month because of dealership-level incentive programs and month-end bookkeeping requirements that encourage stronger performance by sales personnel.

In October, the first 10-day period accounted for more than 39 percent of the month's domestic tally, while the final 10-day period accounted for 34.6 percent.

The import new-car sales total for the month was up 2.4 percent, to 272,552 from 266,265 sold last October. It was the best October ever for imports, and the fourth highest monthly import-car sales total in history, trailing 305,209 in July 1986; 291,952 in September 1986; and 286,194 in May 1986.

Although importers reported a mixed bag of monthly winners and losers, the overall effort was sufficient to push import penetration to 30.1 percent.

A year ago, imports accounted for 30.8 percent of all October sales.

However, for the first 10 months of this year, the APR-fueled sales gains of some domestic makers have kept import penetration to 27.5 percent.

During October, American Motors continued to have its problems, despite the zero APR program that ran the entire month. AMC car sales last month were off 26 percent to 7,308. In the same month last year, without the zero APR program, AMC car sales totaled 9,888.

Sales of U.S.-built Volkswagens were off 15.8 percent in October, to 5,363 from 6,370. Nissan reported that sales of its U.S.-built cars were 6,623, down 4.7 percent.

Meanwhile, however, sales of Honda's domestic models rose 153.5 percent to 27,106.

Chrysler Motors' sales rose 3.7 percent to 102,269 and Ford Motor Co. sales were up 10.6 percent to 155,142.

General Motors, which started that last wild and woolly round of APR incentives with its 2.9 percent "Big One" program, reported a monthly sales total of 328,735, up about one percent from the 325,572 cars it sold in October 1985.

Among GM's divisions, Oldsmobile, Chevrolet and Pontiac were the year-to-year losers, while Buick and Cadillac posted big months.

On the import side of the ledger, 15 makes reported year-to-year sales declines for October. The total was boosted, however, by Acura and Hyundai sales.

Both Acura and Hyundai went on sale this year and thus were not included in last October's tally.

Yugo, which was in the very early stages of U.S. distribution last October, posted a 359 percent sales increase to 4,129.

The other import makes that showed year-to-year sales increases were Alfa Romeo, up 137 percent; Mercedes-Benz, up 129 percent; Isuzu, up 77 percent; Chevrolet Spectrum, up 37.6 percent; Saab, up 30.1 percent; Merkur, up 18 percent; BMW, up 10.2 percent; Peugeot, up 8 percent; Dodge Conquest, up 6.1 percent; Volvo, up 5.5 percent, and Plymouth Conquest, up 4.5 percent.

Where the market was Oct. 1986

	Total Sales	Pct. of Total
SUBCOMPACT	132,360	14.62%
COMPACT	113,834	12.58%
INTERMEDIATE	236,164	26.09%
STANDARD	75,170	8.31%
LUXURY	75,018	8.29%
IMPORT	272,552	30.11%
TOTAL	905,098	100.00%

U.S. CAR SALES BY MARKETING UNITS

	Oct. 1986	Oct. 1985	10 Mos. 1986	10 Mos. 1985
Chevrolet	110,842	119,193	1,493,410	1,438,661
Ford	102,427	94,888	1,158,568	1,205,127
Oldsmobile	72,264	75,231	936,717	937,987
Toyota	53,536	60,554	502,887	517,115
Pontiac	59,251	61,886	729,235	687,800
Buick	73,281	58,437	673,701	747,435
American Honda	68,563	53,250	544,091	453,922
Nissan	45,201	51,632	459,852	480,442
Dodge	45,529	41,437	447,611	421,638
Mercury	35,061	32,803	429,308	465,962
Plymouth	36,079	33,754	358,040	327,338
Chrysler	30,319	36,163	316,800	327,980
VWoA	21,132	24,383	238,625	246,890
Hyundai	17,578	—	130,545	—
Cadillac	24,375	22,017	258,528	254,879
Mazda	17,472	20,254	176,283	162,283
Subaru	15,356	16,112	155,654	146,403
Lincoln	18,702	13,479	138,289	138,884
Volvo	8,915	8,453	103,254	92,146
BMW	8,275	7,507	79,257	73,801
Mercedes	10,235	4,467	77,232	69,473
AMC-Renault	7,534	10,538	68,221	114,439
Saab	3,949	3,016	40,720	32,393
Mitsubishi	3,686	4,946	39,694	42,115
Yugo	4129	899	27,636	1,277
Porsche	2,114	2,407	24,756	20,280
Jaguar	2,490	2,619	19,878	15,884
Isuzu	4,324	2,443	28,988	23,122
Peugeot	1,554	1,437	11,707	13,990
Alfa Romeo	865	365	6,755	4,001
Maserati	60	94	1,059	1,218
TOTAL	905,098	864,664	9,677,301	9,464,885

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics and Acura. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA includes Audi. Nissan includes Sentras built in the U.S. Mercury includes Merkur.

IMPORTED CAR SALES

	Oct. 1986	Oct. 1985	10 Mos. 1986	10 Mos. 1985
Acura	7,146	—	36,437	—
Alfa Romeo	865	365	6,755	4,001
Audi	5,800	6,255	52,413	61,607
BMW	8,275	7,507	79,257	73,801
Chevrolet Spectrum	8,127	5,891	85,698	43,438
Chevrolet Sprint	3,151	5,301	54,514	20,412
Dodge Colt	3,366	5,250	41,356	29,708
Dodge Conquest Vista	1,669	1,573	17,022	11,558
Honda	34,311	42,559	327,646	327,982
Hyundai	17,578	—	130,545	—
Isuzu	4,324	2,443	28,988	23,122
Jaguar	2,490	2,619	19,878	15,884
Maserati Biturbo	60	94	1,059	1,218
Mazda	17,472	20,254	176,283	162,283
Mercedes-Benz	10,235	4,467	77,232	69,473
Merkur	1,048	887	12,967	7,271
Mitsubishi	3,686	4,946	39,694	42,115
Nissan	38,578	44,679	422,621	452,412
Peugeot	1,554	1,437	11,707	13,990
Plymouth Colt	3,101	4,432	38,480	27,043
Plymouth Conquest/Vista	1,522	1,457	15,818	11,190
Porsche	2,114	2,407	24,756	20,280
Renault	226	650	3,666	6,324
Saab	3,949	3,016	40,720	32,393
Subaru	15,356	16,112	155,654	146,403
Toyota	53,536	60,554	502,887	517,115
Volkswagen	9,969	11,758	122,765	119,702
Volvo	8,915	8,453	103,254	92,146
Yugo	4,129	899	27,636	1,277
TOTAL	272,552	266,265	2,657,708	2,334,148

Carmakers give money to schools

DETROIT — The Ford Motor Co. Fund has given a grant of $500,000 to Oakland University, in Rochester, Mich., for the School of Engineering and Computer Science.

The General Motors Foundation has made a three-year, $30,000 grant to the Society of Manufacturing Engineers Education Foundation. The money will be used to improve basic laboratory instruction in manufacturing.

PRODUCTION

U.S. CAR	Week Ended Nov. 8, 1986	Week Ended Nov. 9, 1985	Week Ended Nov. 1, 1986	Oct. Total	Jan. 1 to Nov. 9, 1985	Jan. 1 to Nov. 8, 1986
AMERICAN MOTORS	0	2,813	0	3,857	98,269	43,842
Renault Total	0	2,813	0	3,857	98,269	43,842
Alliance	0	2,186	0	3,857	63,710	40,495
Encore	0	627	0	0	34,559	3,347
CHRYSLER MOTORS	22,900	29,769	26,898	122,382	1,081,135	1,129,411
Plymouth Total	7,600	9,312	9,400	44,302	313,454	357,698
Horizon	2,600	3,732	3,430	17,377	120,515	147,539
Sundance	1,700	0	2,365	7,335	0	23,105
Reliant	2,200	4,152	2,334	12,869	138,687	131,734
Caravelle	700	1,428	799	4,177	40,360	38,320
Gran Fury	400	0	472	2,544	13,892	17,000
Chrysler Total	5,400	8,562	6,222	29,843	350,893	334,590
Laser	0	1,225	0	0	44,753	26,978
LeBaron	1,000	2,863	1,167	5,008	78,132	74,638
LeBaron GTS	700	2,961	862	4,164	83,068	55,891
New Yorker/E-Class	1,100	1,513	1,299	5,801	55,281	62,644
Fifth Avenue	2,600	0	2,894	14,870	92,659	114,439
Dodge Total	9,900	11,895	11,276	48,237	412,788	437,123
Daytona	0	1,205	0	0	40,436	30,343
Omni	2,700	3,570	2,905	15,208	116,627	140,544
Shadow	1,800	0	2,257	7,390	0	21,978
Aries	3,600	3,076	3,783	14,681	115,324	109,069
Dodge 600	900	2,088	1,124	4,627	56,159	57,159
Lancer	500	1,956	683	3,169	56,876	42,562
Diplomat	400	0	524	3,162	28,366	35,468
FORD MOTOR	37,175	36,182	34,676	152,762	1,421,577	1,499,244
Ford Division	27,249	23,165	25,900	108,416	954,551	1,035,293
Escort	9,240	8,365	8,825	36,650	293,896	326,531
EXP	0	0	0	0	3,838	0
Mustang	2,966	4,096	2,303	4,858	158,354	152,914
Tempo	4,090	3,723	4,101	18,672	160,746	168,620
LTD	0	3,408	0	0	180,775	0
Taurus	8,090	459	7,681	39,884	1,474	273,543
Thunderbird	2,863	3,114	2,990	6,352	148,346	113,685
Crown Victoria	0	0	0	0	7,122	0
L-M Division	9,926	13,017	8,776	44,346	467,026	463,951
Mercury Total	5,290	8,821	4,741	24,397	327,423	309,049
Lynx	1,396	2,334	625	3,946	62,976	52,256
Capri	0	370	0	0	16,307	12,344
Topaz	1,243	670	1,413	5,997	48,262	50,169
Cougar	200	3,687	52	68	110,270	87,203
Marquis	0	1,071	0	0	83,510	0
Sable	2,451	689	2,651	14,386	1,365	107,077
Grand Marquis	0	0	0	0	4,733	0
Lincoln Total	4,636	4,196	4,035	19,949	139,603	154,902
Continental	463	586	406	2,000	21,992	16,823
Lincoln	3,478	3,146	3,027	14,959	102,180	116,180
Mark VII	695	464	602	2,990	15,431	21,899
GENERAL MOTORS	95,926	104,551	93,712	382,549	4,175,491	3,582,699
Buick Total	20,548	22,116	17,881	68,955	869,777	668,152
Skyhawk	1,790	3,750	1,807	8,265	90,942	72,989
Century	5,571	8,172	3,854	15,647	251,085	194,907
Regal	1,942	2,667	1,943	4,794	118,067	52,310
Skylark (X-car)	0	0	0	0	40,953	0
Somerset/Skylark	2,634	1,590	2,411	10,630	108,356	95,590
LeSabre (fwd)	4,745	896	4,423	17,108	3,306	136,446
LeSabre/Electra(rwd)	330	702	353	1,441	94,167	13,191
Electra(fwd)	2,578	4,144	2,395	8,930	116,519	80,260
Riviera	958	195	695	2,140	46,382	22,459
Cadillac Total	8,115	6,854	6,805	27,833	284,962	274,829
Cimarron	1,065	741	396	1,051	22,804	20,780
Cadillac (rwd)	1,320	880	1,148	5,451	34,465	68,125
DeVille (fwd)	4,015	4,867	3,975	17,368	148,640	144,961
Eldorado	1,025	191	699	2,148	51,632	21,533
Seville	690	175	587	1,815	27,421	19,430
Chevrolet Total	30,946	34,574	33,808	133,468	1,402,678	1,131,513
Chevette	2,714	2,870	2,621	11,855	136,673	89,424
Camaro	3,295	4,852	3,381	15,215	183,009	153,867
Cavalier	8,936	10,589	9,572	34,370	423,752	344,560
Celebrity	6,294	5,025	8,360	33,340	229,104	222,192
Citation	0	0	0	0	28,699	0
Corsica/Beretta	1,197	0	1,102	3,598	0	5,535
Monte Carlo	2,440	2,582	2,575	7,611	120,654	97,836
Chevrolet	5,430	7,658	5,545	24,569	238,759	193,301
Corvette	640	998	652	2,930	39,897	24,798
Oldsmobile Total	16,800	22,663	17,065	69,499	1,017,516	824,200
Firenza	860	1,308	1,057	4,705	53,954	34,195
Calais	2,514	3,146	2,778	12,468	129,446	102,776
Cutlass Ciera	4,605	7,153	4,339	18,575	305,298	207,385
Cutlass Supreme	1,808	5,268	1,526	5,027	203,169	98,809
88 (fwd)	2,924	1,923	3,390	12,567	8,902	249,040
88 (rwd)	480	605	468	2,049	164,329	16,761
Olds 98	2,925	3,111	3,008	12,576	124,425	99,098
Toronado	684	149	499	1,532	27,993	16,136
Pontiac Total	19,517	18,344	18,153	82,774	600,558	684,005
Acadian**	0	870	320	1,536	13,325	14,117
Fiero	1,760	2,433	1,780	8,071	101,094	59,844
1000	465	1,503	744	2,058	29,012	17,218
Firebird	2,155	2,723	2,093	9,618	97,262	93,394
2000 Sunbird	2,502	2,954	1,843	9,919	122,055	117,116
Grand Am	6,185	3,420	5,303	26,179	117,415	198,746
6000	2,670	1,752	2,680	11,120	47,026	115,730
Bonneville	3,400	0	3,076	13,191	0	19,869
Parisienne	380	2,689	314	1,082	73,369	47,971
HONDA	5,560	3,033	7,134	29,735	124,807	192,065
Civic	1,710	0	1,723	6,487	0	10,924
Accord	3,850	3,033	5,411	23,248	124,807	181,141
NISSAN	2,920	1,426	2,929	12,543	31,950	44,997
NUMMI	4,200	1,900	4,276	20,603	46,739	168,383
Corolla	1,100	0	1,151	4,764	0	3,616
Nova*	3,100	1,900	3,125	15,839	46,739	164,767
VOLKSWAGEN	2,000	2,365	2,003	9,068	82,013	72,499
Golf/GTI	2,000	2,365	2,003	9,068	82,013	72,499
Total Cars, U.S.	170,681	182,039	171,628	733,499	7,061,981	6,733,140
Total Cars, Canada	25,700	22,458	25,113	107,705	938,836	900,944
N. American Cars	196,381	204,497	196,741	841,204	8,000,817	7,634,084
N. American Trucks	82,275	89,069	80,712	371,805	3,696,688	3,748,187
North American Cars and Trucks	278,656	293,566	277,453	1,213,009	11,697,505	11,382,271

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

October car production rises 3%

Domestic automakers built 733,499 cars in October, 3.61 percent fewer than the 760,970 assembled in the year-ago month.

October's total was 14.75 percent better than September's 639,199.

The makers scheduled 170,681 cars for assembly last week, about the same (down 0.55 percent) as the previous week's 171,628 and 6.24 percent fewer than the 182,039 built in the year-ago week.

So far this year, 6,733,140 cars have been assembled, 4.66 percent below the 7,061,981 completed last year at this time.

Last week's scheduled production was split as follows: General Motors, 56.20 percent; Ford Motor Co., 21.78 percent; Chrysler Corp., 13.42 percent; Honda of America Manufacturing Inc., 3.26 percent; New United Motor Manufacturing Inc., 2.46 percent; Nissan Motor Motor Manufacturing Co., U.S.A., 1.71 percent; and Volkswagen of America, 1.17 percent.

GM scheduled Saturday (Nov. 8) overtime at Lansing Plant No. 2.

Ford slated daily overtime this week (Nov. 10) at its plants in Wixom, Mich.; Wayne, Mich.; Edison, N.J.; Atlanta; and Chicago.

Saturday (Nov. 15) overtime is scheduled at Ford's Chicago and Atlanta plants.

Chrysler slated two overtime shifts Saturday (Nov. 8) at its plants in Belvidere, Ill.; Detroit (Jefferson); and St. Louis.

Chrysler's plants in Belvidere and Sterling Heights, Mich., are slated to work two nine-hour daily shifts this week. The Jefferson plant is scheduled to operate two 8½-hour daily shifts this week.

Fewer trucks for month

Domestic makers assembled 319,066 trucks in October, 5.96 percent fewer than the 339,284 built in the year-ago month.

They built 1.33 percent fewer trucks in October than in September, when the total was 323,381.

Year-to-date truck production passed 3 million last Friday (Nov. 7), 14 days ahead of 1985.

So far this year, 3,062,565 trucks have been assembled, 3.24 percent more than the 2,966,502 built last year at this time.

Last week, 72,176 trucks were scheduled for production, 2.91 percent more than the prior week's 70,133, and 1.44 percent more than the year-ago week's 71,151.

General Motors slated Saturday (Nov. 8) overtime at its plants in Flint (No. 1) and Pontiac, Mich.; and St. Louis.

Ford Motor Co. has scheduled daily overtime this week (Nov. 10) at its plants in Lorain, Ohio; Louisville, Ky.; and St. Louis.

Ford slated Saturday (Nov. 15) overtime at Louisville.

Chrysler Corp. slated two overtime shifts Saturday (Nov. 8) at its Warren, Mich., plant. The Warren plant is scheduled to operate two nine-hour daily shifts this week.

900,000th car for Canada

Canadian automakers built their 900,000th car of the year last Thursday (Nov. 6), one week behind 1985.

So far this year, 900,944 cars have been assembled, 4.04 percent below the 938,836 completed last year at this point.

Car production for October totaled 107,705. It was 17.54 percent more than September's 91,632 but 1.47 percent below the 109,307 produced in October 1985.

Last week's targeted output of 25,700 cars was 2.34 percent more than the previous week's 25,113 and 14.44 percent more than the year-ago week's 22,458.

Downtime at one General Motors plant and one Ford Motor Co. plant contributed to a decline in truck production for October.

Truckmakers assembled 52,739 units, 12.15 percent below September's 60,037 and 22.20 percent below the total of 67,785 in October last year.

Scheduled production of 10,099 trucks last week was 4.54 percent below the previous week's 10,579 and 43.64 percent below the year-ago week's 17,918.

Year-to-date, 685,622 units have been built, 6.10 percent below the 730,186 assembled last year at this time.

Ford Motor Co.'s Ontario truck plant in Oakville resumed output last week (Nov. 3). The plant had been idle for two week's for model changeover.

CANADIAN CAR	Week Ended Nov. 8, 1986	Week Ended Nov. 9, 1985	Week Ended Nov. 1, 1986	Oct. Total	Jan. 1 to Nov. 9, 1985	Jan. 1 to Nov. 8, 1986
AMERICAN MOTORS	150	0	120	521	9,714	3,711
FORD MOTOR	11,645	9,742	11,115	46,760	430,490	448,523
GENERAL MOTORS	13,680	12,494	13,653	59,434	490,084	440,145
VOLVO	225	222	225	990	8,548	8,565
Total Cars, Canada	25,700	22,458	25,113	107,705	938,836	900,944
U.S. TRUCK☆	Week Ended Nov. 8, 1986	Week Ended Nov. 9, 1985	Week Ended Nov. 1, 1986	Oct. Total	Jan. 1 to Nov. 9, 1985	Jan. 1 to Nov. 8, 1986
CHEVROLET	24,387	18,845	24,240	107,476	1,008,365	1,023,169
DODGE	4,700	5,615	5,883	23,820	181,901	115,514
FORD	24,550	28,298	22,260	105,633	1,029,675	1,189,310
GMC	8,536	6,919	7,730	34,722	308,229	312,390
NAVISTAR	1,573	1,377	1,620	7,233	64,175	62,092
JEEP	4,350	5,800	4,358	21,561	196,877	162,820
NISSAN	1,730	2,247	1,692	7,911	94,147	96,104
AM GENERAL*	50	50	50	230	2,180	2,174
MISCELLANEOUS*	2,300	2,000	2,300	10,580	80,953	98,992
Total Trucks, U.S.	72,176	71,151	70,133	319,066	2,966,502	3,062,565
CANADIAN TRUCK	Week Ended Nov. 8, 1986	Week Ended Nov. 9, 1985	Week Ended Nov. 1, 1986	Oct. Total	Jan. 1 to Nov. 9, 1985	Jan. 1 to Nov. 8, 1986
AMERICAN MOTORS	650	0	520	2,798	0	24,410
CHRYSLER	7,470	7,721	8,993	36,565	335,754	342,820
FORD	804	3,642	0	7,689	138,943	128,593
GENERAL MOTORS	975	6,352	867	4,812	245,796	181,723
NAVISTAR	200	203	199	875	9,693	8,076
Total Trucks, Canada	10,099	17,918	10,579	52,739	730,186	685,622
N. American Trucks	82,275	89,069	80,712	371,805	3,696,688	3,748,187

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

OSHA slaps Chrysler on injury data

By Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The Occupational Safety and Health Administration has cited Chrysler Motors' Belvidere, Ill., assembly plant for allegedly failing to report employee injuries.

The company faces a possible $910,000 fine.

OSHA cited Chrysler after an investigator found discrepancies in the company's injury records dating from January 1985 through April 1986. According to OSHA, the inspector, who was investigating a death at the plant, noticed that records indicated an unusually low number of reported injuries for a plant with 3,900 workers.

The agency said it found 182 instances of work-related injuries, including 133 workers' compensation cases, that had not been recorded as required by law. OSHA proposes a $5,000 fine for each of the alleged violations.

Chrysler issued a statement from Dr. Robert H. Brandt, director of the company's occupational safety and health services, that said:

"Although we haven't had an opportunity to review the OSHA charges, we believe that these findings are based on an interpretation of government guidelines on the handling of paperwork. The OSHA charges have to do with record keeping rather than in-plant practices which cause accidents or injuries. Chrysler has an excellent health and safety program in all its plants."

The company has 15 working days, which would be late November, to contest the citations and the proposed penalties. A Chrysler spokesman said the documents were being reviewed and that the company had not yet decided whether to contest the charges.

If the company does not contest the matter, the penalties would be ordered. If Chrysler decides to contest the OSHA charges, the issue will be settled by an administrative judge.

The citations charge Chrysler with willful violations, which OSHA defines as those in which an employer either knew that what was being done constituted a violation or was aware that a hazardous condition existed and made no reasonable effort to eliminate it.

The agency has conducted eight previous inspections of the Belvidere plant, with a similar record-keeping violation reported in 1975.